

AJMERA REALTY & INFRA INDIA LIMITED

33<sup>RD</sup> ANNUAL REPORT 2019-20



#KEEP  
EVOLVING

The New Philosophy of AJMERA GROUP

# Forward Motion

EVER SINCE ITS INCEPTION OVER 50 YEARS AGO, THE AJMERA GROUP'S CORE IDEOLOGY OF EVOLVING AND MOVING FORWARD HAS STOOD THE TEST OF TIME. THIS YEAR THE AJMERA ANNUAL REPORT WILL FOCUS ON HOW THE COMPANY HAS LAID THE GROUNDWORK FOR A MULTITUDE OF FUTURE PROJECTS. IN OTHER WORDS, WE WILL TALK ABOUT STRENGTHENING OUR FOUNDATION AND PREPARING THE LAUNCH PAD FROM WHERE WE WILL TAKE OFF TO GREATER HEIGHTS IN THE COMING YEARS. AFTER ALL, EVERYTHING WE DO RESONATES OUR MOTTO OF

**#KEEP  
EVOLVING**

The New Philosophy of AJMERA GROUP



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₹ **35,060.82/-**  
Lakhs

Revenue in FY 2019-20

₹ **11,068.31/-**  
Lakhs

EBIDTA\* in FY 2019-20

**32%**

EBIDTA Margin

₹ **3,253.40/-**

PAT\*\* in FY 2019-20

**9.28%**

PAT Margin

**225**

Happy Employees

\*Earnings before interest, depreciation, tax and amortisation

\*\* Profit after tax

# Financial Charts Displaying Last Year Performance

## Economic Evolution

### Investor Information

|   |   |   |
|---|---|---|
| Market Capitalisation<br>as at March 31st, 2020 | : | ₹609.10 Crores                                |
| CIN   | : | L27104MH1985PLC035659                         |
| BSE Code  | : | 513349  |
| NSE Symbol                                      | : | AJMERA  |
| Bloomberg Code                                  | : | AREAL: IN                                     |
| AGM Date  | : | 30th September, 2020                          |
| AGM Venue                                       | : | Video Conferencing/Other<br>Audio Visual mode |

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<http://www.aril.co.in/annual-reports.php>

Disclaimer: This document contains statements about expected future events and financials of Ajmera Realty & Infra India Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management Discussion and Analysis of this Annual Report.

# Our Chairman Emeritus

Late Shri Ishwarlal S. Ajmera was a visionary who didn't just dream of the future but built it from the ground up. Under his aegis, the Ajmera Group has transformed into one of the most revered names in India's real estate sector. Even after his passing, the guiding light of his vision continues to illuminate our path ahead.



**LATE SHRI ISHWARLAL S. AJMERA**

30<sup>th</sup> October, 1925 to 9<sup>th</sup> August, 2015

# Our Founder Chairman

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In 1968 Chotubhai Ajmera founded the Ajmera Group with an aim to create a company that would be a pioneer and trendsetter in the industry. Today, more than 50 years later, his dream has come true, standing before us as one of the biggest and most trusted names in the real estate industry.



**LATE SHRI. CHOTUBHAI AJMERA**

27<sup>th</sup> September, 1937 to 24<sup>th</sup> March, 2012

**AJMERA i-LAND, WADALA**  
*100 Acres Integrated Township*





## Our VISION

“To be the most preferred  
and trusted name that  
enhances the quality of life  
through sustainable  
development”



## Our MISSION

We give shape to your dream homes by creating innovative and world-class complexes for every strata of society. Our mission is to preserve affordability with a world-class outcome which sets firmly on our motto “Less for More”. Beyond everything lie our values, trust, and purity of truth that defines the Company more fully.

We at Ajmera's offer vast spaces with a variety of unending facilities which brings different communities and families in “one world”.

# Message from Chairman & MD's Desk

Dear Stakeholders,

To begin with, I would like to thank you on behalf of everyone at the Ajmera Group for associating with us and forever showering us with your unfailing support. Today, with over 50 years of adding value to countless lives, Ajmera stands tall as one of the sturdiest pillars of the Indian real estate sector.

Year after year, we have endeavoured to raise the bar of our performance by doing our best to go beyond and transcend your expectations. In doing so, we have not only established our position as a force to reckon with but have also played a pivotal role in transforming the ever-evolving realty space.

Recently, in the wake of the Covid-19 pandemic, the world has suddenly plunged into a new reality, where everyone is trying to chart a course through unfamiliar seas. Almost overnight the very foundation of human society seems threatened and the road ahead seems rocky. An emerging economy like India has been brought face to face with unprecedented troubles. The Covid-19 pandemic continues to have a ravaging impact on several economic factors.

Our leaders in the meanwhile have taken steps to ensure the financial well being of the Indian market in every way conceivable. Even though the overall GDP is predicted to take a dip in the coming months, the RBI has announced certain concessions for the real estate industry in an attempt to cushion the blow on developers and customers alike. Prospective homeowners, for example, will now be able to avail a home loan at reduced interest rates from the bank which will bring them one step closer to owning the home of their dreams.

We at Ajmera, regard the government's Economic Relief Package as a welcome phenomenon in these tough times. The 6-month extension of deadlines for the completion and registration of real estate projects provides significant relief to developers, especially considering the labour shortage due to the migrant situation in the country brought about by the coronavirus. It is predicted that the three to six-month extension to contractors without extra cost will help the sector overall.

We at Ajmera are proud to announce the commencement of the second phase of our flagship project Ajmera i-Land situated at Wadala. Masterfully designed by world-renowned New York based architect "SOM" - the designers of Dubai's Burj Khalifa, this project is one of its kind. It is the only integrated township in Mumbai that is connected with both, the Monorail and Eastern Freeway.

The second phase of Ajmera i-Land will see a burgeoning of incredible commercial properties upon 6.5 acres of land. Moreover, it will also comprise the commencement of affordable housing projects and the upper-middle level of residential complexes. Ever since the prevalence of COVID-19 in the world, there is a fast-emerging need for integrated townships given their practical yet safe layouts. Ajmera i-Land, with its three stellar towers Aeon, Zeon and Treon, has seen a marked upsurge in demand as they team with the promise of a happy and secure future.

Additionally, Aeon, Zeon and Treon at Ajmera i-Land are on the verge of completion with only the O.C for the upper floors of Aeon and part O.C of Treon yet to